U.S. General Services Administration

Networx Program Update

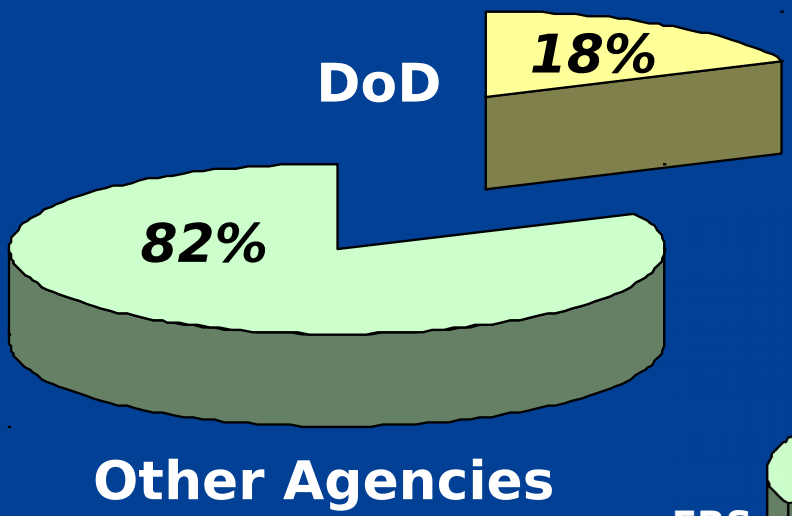
Fred Schobert

Networx - Program History

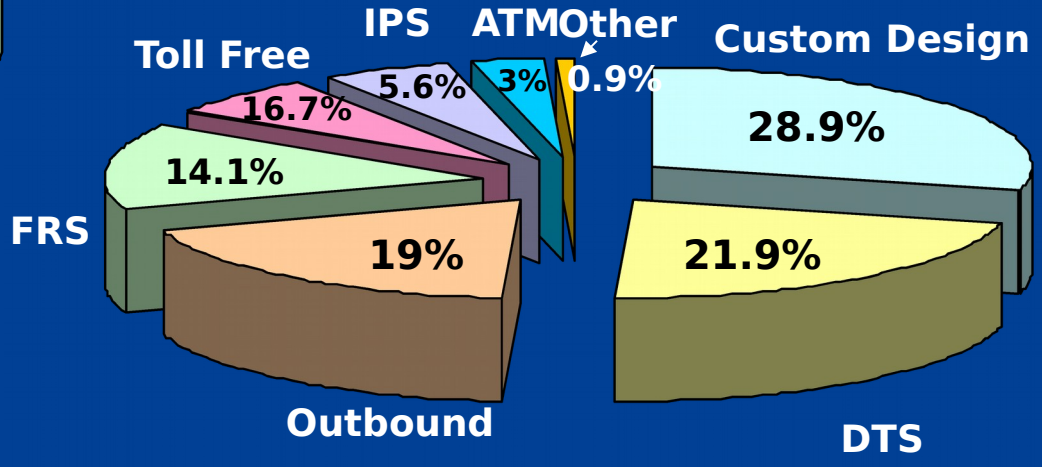
- **Networx is the third in a series of major competitive telecommunications programs**
- **FTS 2001 provides eight-year pricing that has saved over $3 billion to date**
- **Agencies today carry 3-5 times more traffic at 30% less cost on FTS2001 than at contract award**

Networx - Current DoD Business Volume

2005 FTS 2001 Business Volume (over $900M)



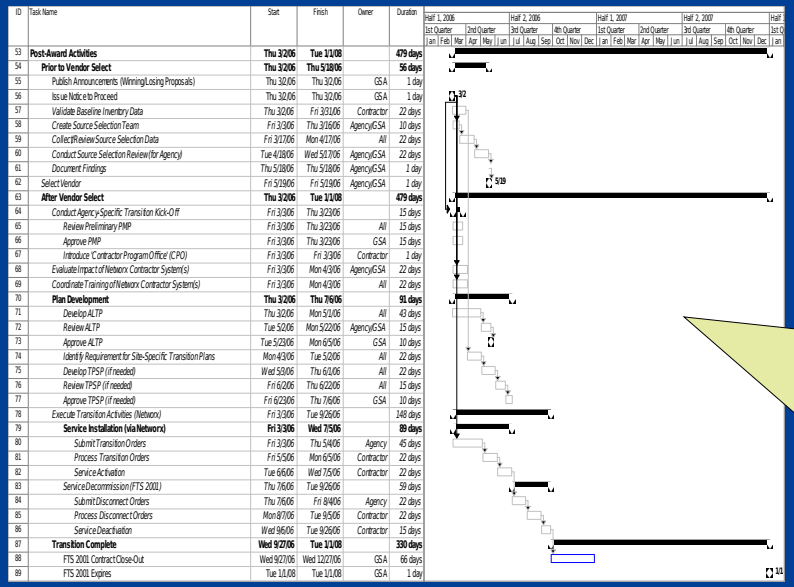
Breakout by Service



Networx - Stakeholder Driven

The Networx Program was developed:

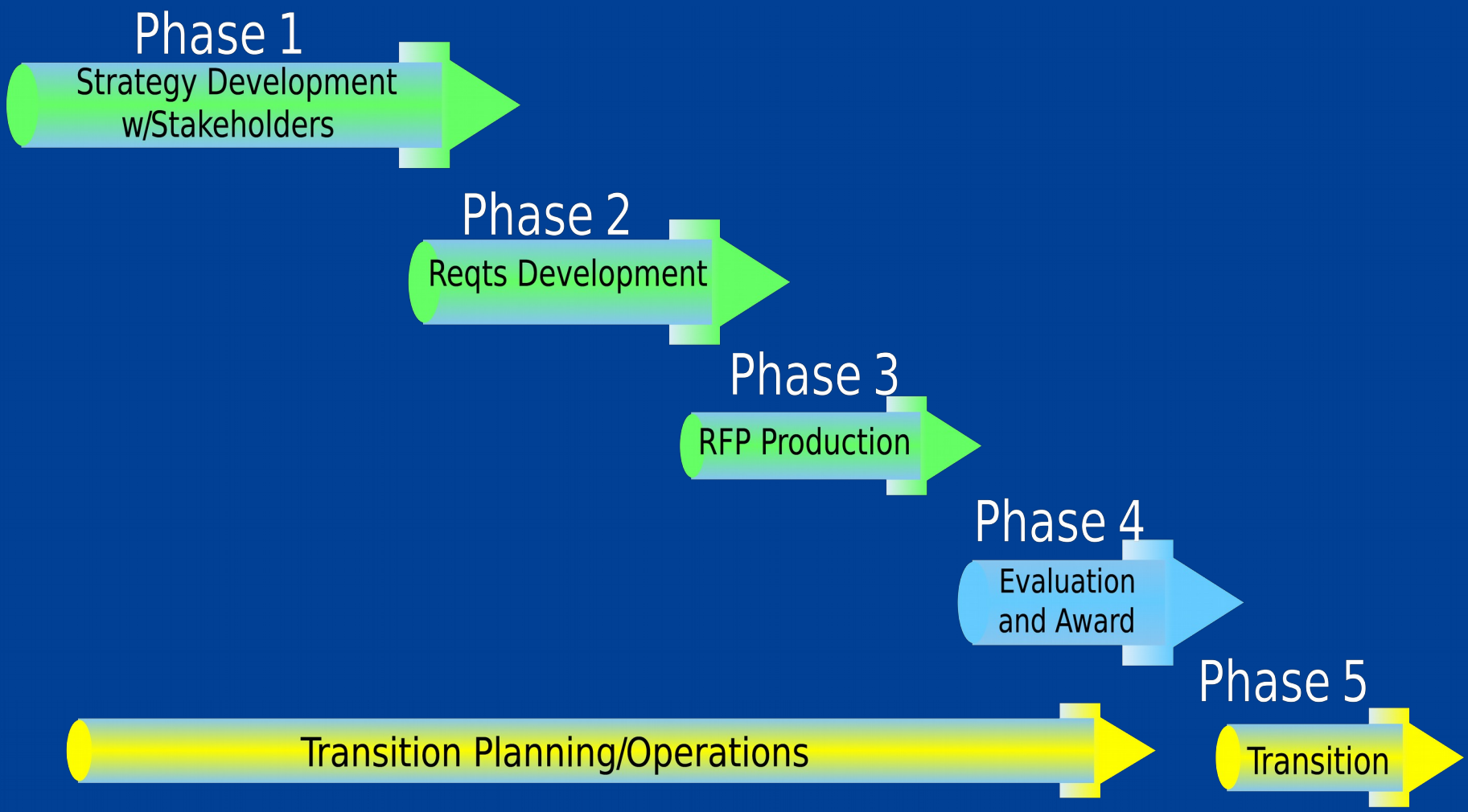
- With DoD and other Agency participation
- Guided by Congressional and OMB oversight
- Continuously improved based on agency and industry feedback



ID	Task Name	Start	Finish	Owner	Duration
53	**Post-Award Activities**	**Thu 3/2/06**	**Tue 1/1/08**		**479 days**
54	**Prior to Vendor Select**	**Thu 3/2/06**	**Thu 5/18/06**		**56 days**
55	Publish Announcements (Winning/Losing Proposals)	Thu 3/2/06	Thu 3/2/06	GSA	1 day
56	Issue Notice to Proceed	Thu 3/2/06	Thu 3/2/06	GSA	1 day
57	Validate Baseline Inventory Data	Thu 3/2/06	Fri 3/31/06	Contractor	22 days
58	Create Source Selection Team	Fri 3/3/06	Thu 3/16/06	Agency/GSA	10 days
59	Collect/Review Source Selection Data	Fri 3/17/06	Mon 4/17/06	All	22 days
60	Conduct Source Selection Review (for Agency)	Tue 4/18/06	Wed 5/17/06	Agency/GSA	22 days
61	Document Findings	Thu 5/18/06	Thu 5/18/06	Agency/GSA	1 day
62	Select Vendor	Fri 5/19/06	Fri 5/19/06	Agency/GSA	1 day
63	**After Vendor Select**	**Thu 3/2/06**	**Tue 1/1/08**		**479 days**
64	Conduct Agency-Specific Transition Kick-Off	Fri 3/3/06	Thu 3/23/06		15 days
65	Review Preliminary PMP	Fri 3/3/06	Thu 3/23/06	All	15 days
66	Approve PMP	Fri 3/3/06	Thu 3/23/06	GSA	15 days
67	Introduce Contractor Program Office (CPO)	Fri 3/3/06	Fri 3/3/06	Contractor	1 day
68	Evaluate Impact of Networx Contractor System(s)	Fri 3/3/06	Mon 4/3/06	Agency/GSA	22 days
69	Coordinate Training of Networx Contractor System(s)	Fri 3/3/06	Mon 4/3/06	All	22 days
70	**Plan Development**	**Thu 3/2/06**	**Thu 7/6/06**		**91 days**
71	Develop ALTP	Thu 3/2/06	Mon 5/1/06	All	43 days
72	Review ALTP	Tue 5/2/06	Mon 5/22/06	Agency/GSA	15 days
73	Approve ALTP	Tue 5/23/06	Mon 6/5/06	GSA	10 days
74	Identify Requirement for Site-Specific Transition Plans	Mon 4/3/06	Tue 5/2/06	All	22 days
75	Develop TPSP (if needed)	Wed 5/3/06	Thu 6/1/06	All	22 days
76	Review TPSP (if needed)	Fri 6/2/06	Thu 6/22/06	All	15 days
77	Approve TPSP (if needed)	Fri 6/23/06	Thu 7/6/06	GSA	10 days
78	Execute Transition Activities (Networx)	Fri 3/3/06	Tue 9/26/06		148 days
79	**Service Installation (via Networx)**	**Fri 3/3/06**	**Wed 7/5/06**		**89 days**
80	Submit Transition Orders	Fri 3/3/06	Thu 5/4/06	Agency	45 days
81	Process Transition Orders	Fri 5/5/06	Mon 6/5/06	Contractor	22 days
82	Service Activation	Tue 6/6/06	Wed 7/5/06	Contractor	22 days
83	Service Decommission (FTS 2001)	Thu 7/6/06	Tue 9/26/06		59 days
84	Submit Disconnect Orders	Thu 7/6/06	Fri 8/4/06	Agency	22 days
85	Process Disconnect Orders	Mon 8/7/06	Tue 9/5/06	Contractor	22 days
86	Service Deactivation	Wed 9/6/06	Tue 9/26/06	Contractor	15 days
87	**Transition Complete**	**Wed 9/27/06**	**Tue 1/1/08**		**330 days**
88	FTS 2001 Contract Close-Out	Wed 9/27/06	Wed 12/27/06	GSA	66 days
89	FTS 2001 Expires	Tue 1/1/08	Tue 1/1/08	GSA	1 day

- FTS research and strategy development, March 2003
- Networx goals and strategy agreed with by IMC, June, 2003
- RFI issued October, 2003
- Revised Networx strategy
- Draft RFP released October 2004
- Final RFP released May 2005

Networx - Five Phases



Networx - The Foundation

Networx Program Goals:

- **Service Continuity**
- **Highly Competitive Prices**
- **High Quality Service**
- **Full Service Providers**
- **Alternative Sources**
- **Operations Support**
- **Transition Assistance and Support**
- **Performance Based Contracts**

Networx Universal

Provide a comprehensive range of *full service providers* and ensure continuity of service

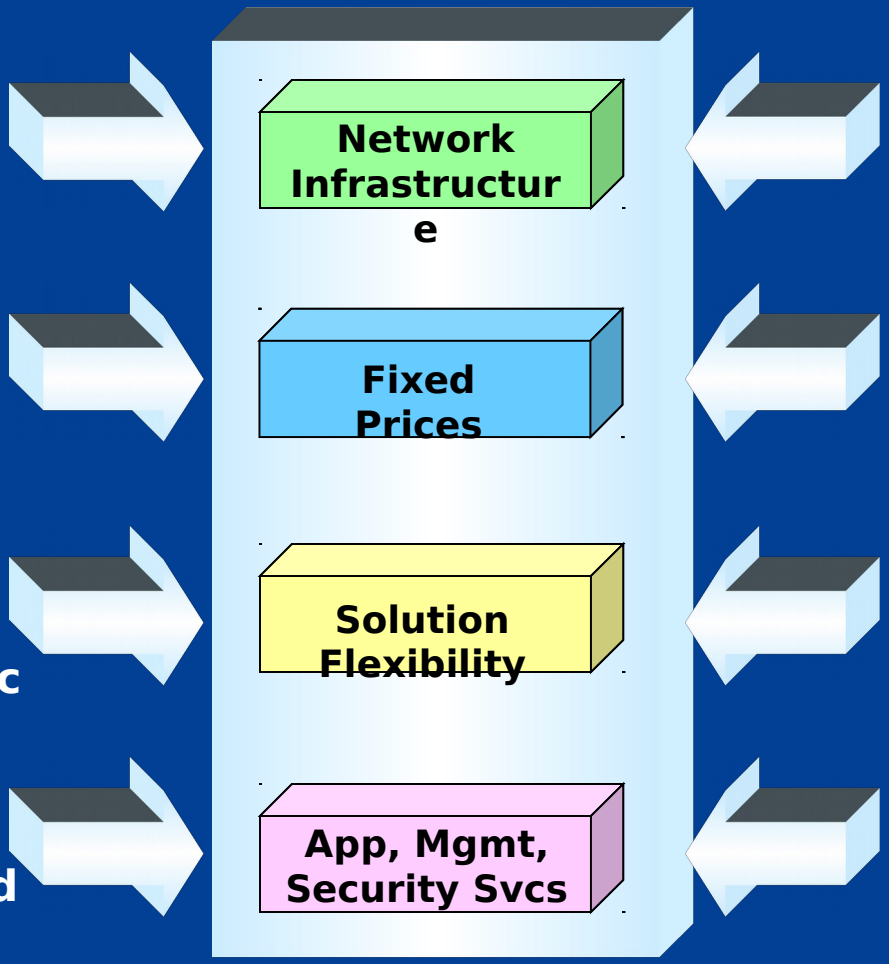
Networx Enterprise

Provide *alternative service providers* with best value service offerings within their core competencies

Networx - Flexibility Agencies Want

Agency Requirements

- Transport, Access
- Continuity
- Wide range of options
- Metrics/SLAs
- Predictable Prices
- Best available pricing
- Ease of use
- Flexibility for agency-specific needs
- Embedded Security
- Network based applications

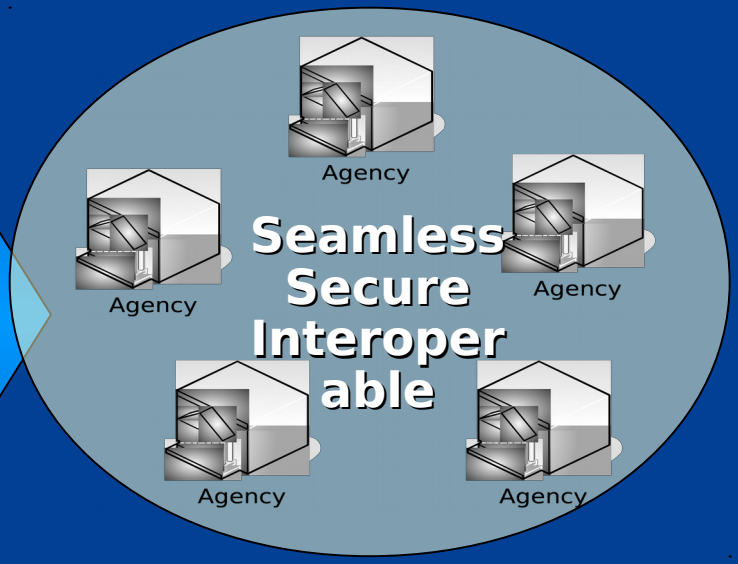


Networx Solutions

- Legacy and leading edge technologies (31 services)
- Includes wireline, IP, optical, wireless, and satellite
- Over 7000 fixed price CLINs
- Simple buys (CLIN-based)
- Complex task orders
- Traditional, managed, custom solutions
- Full range of network security options (8 services)
- Traditional and web-based applications (13 services)

Networx - Supporting the Transformation of Government

- Voice, IP, wireless, satellite, optical connectivity
- IP-centric application services (hosting, content management, teleworking, etc.)
- Embedded security tiered for flexibility
- Built-in compliance with policy mandates
- Performance-based services and operations
- Flexible, agile service delivery



Networx - Universal

Universal

Telecommunications Servic

Communications Transport
- Voice
- Circuit Switched Data
- Toll-Free
- Combined
- Private Line
- Frame Relay
- Asynchronous Transfer Mode
- Ethernet *

IP-Based
- Premises-Based IP VPN
- Network-Based IP VPN
- Voice over IP Transport
- Content Delivery Network
- Converged IP
- IP Telephony
- Internet Protocol
- Layer 2 VPN
- IP Video Transport *

Optical
- Synchronous Optical Netv
- Optical Wavelength
- Dark Fiber *

Management & Applicati Services

- Video Teleconferencing
- Managed Network
- Audio Conferencing
- Teleworking Solutions
- Call Center/Customer Contact Center
- Web Conferencing
- Dedicated Hosting
- Collocated Hosting
- Storage
- Customer Specific Desi and Engineering
- Unified Messaging *
- Collaboration Support *
- Internet Facsimile *

Access Services

- None

Security Services

- Managed Firewall
- Intrusion Detection and Prevention
- Managed E-Authentication
- Vulnerability Scanning
- Anti-Virus Management
- Incident Response
- Secure Managed Email
- Managed Tiered Security

Special Services

- Land Mobile Radio*
- Mobile Satellite *
- Fixed Satellite *

Wireless Services

- Cellular/PCS
- Multimode Wireless
- Cellular Digital Packet Data *
- Paging *

*Services asterisked in green are optional.

- Full range of services
- National and international coverage
- Strong competition for best prices
- Ensures continuity of current service
- Length: four year base with 3 2-year options
- Multiple awards
- MRG - $525M

Networx - Enterprise: IP-Based

Enterprise (IP-Based)

Telecommunications Servi

Communications Transport
- Voice *
- Circuit Switched Data *
- Toll-Free *
- Combined *
- Private Line *
- Frame Relay *
- Asynchronous Transfer Mode
- Ethernet *

IP-Based
- Network-Based IP VPN
- Voice over IP Transport
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Management & Applicati Services

- Customer Specific Design and Engineering
- Managed Network
- Audio Conferencing *
- Teleworking Solutions *
- Call Center/Customer Contact Center *
- Web Conferencing *
- Dedicated Hosting *
- Collocated Hosting *
- Storage *
- Video Teleconferencing *
- Unified Messaging *
- Collaboration Support *
- Internet Facsimile *

Access Services

- Wireline Access *
- Broadband Access *
- Wireless Access *
- Satellite Access *

Security Services

- Managed Firewall
- Intrusion Detection and Prevention
- Managed Tiered Security
- Anti-Virus Management
- Managed E-Authentication *
- Vulnerability Scanning *
- Incident Response *
- Secure Managed Email *

Special Services

- Land Mobile Radio *

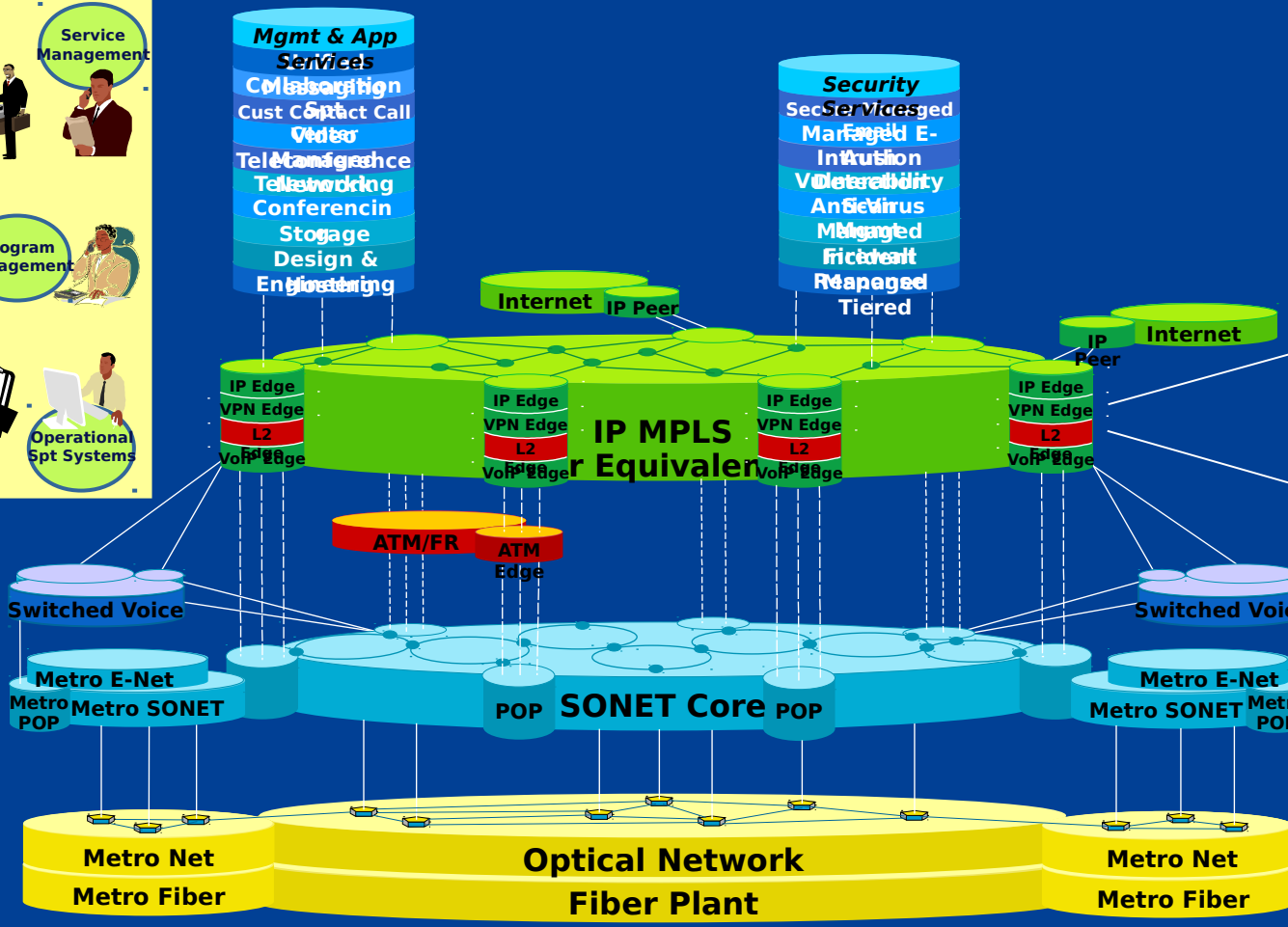
Wireless Services

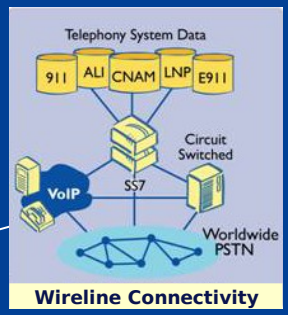
- Cellular/PCS *
- Multimode Wireless *
- Cellular Digital Packet Data *
- Paging *

***Services asterisked in green are optional.**

- **Minimum requirements - must offer nine mandatory services for secure, IP, managed network solutions**
- **May offer wide range of optional services**
- **National coverage required; international coverage optional**
- **Length: four year base with 3 2-year options**
- **Multiple awards**
- **MRG - $50M**

Networx - Worldwide Enterprise Architecture



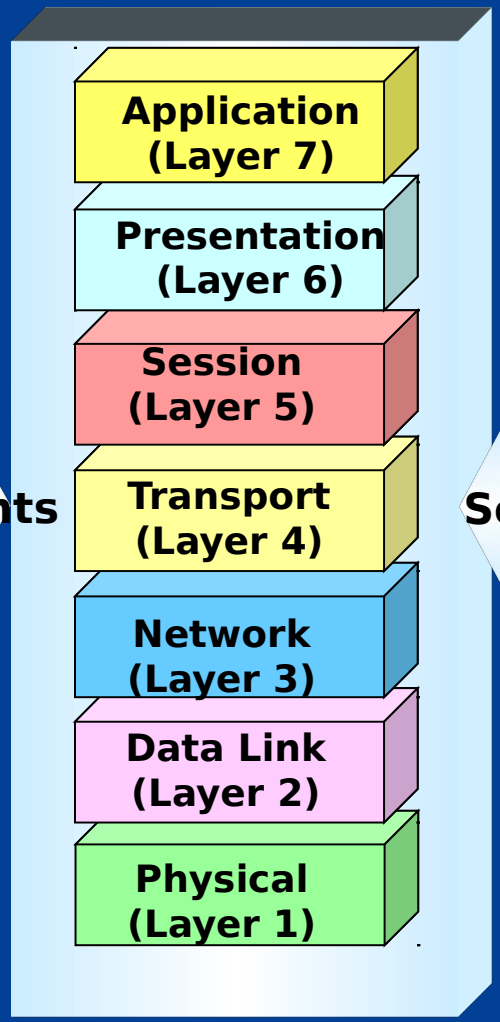


Networx - Security: Defense in Depth

Network Protection Requirements

- Boundary Protection
- Authentication
- Authorization
- Confidentiality Encryption
- Message Integrity
- Access Control
- Availability
- Nonrepudiation
- Malicious Code Filtering
- Audit & Monitoring
- Configuration Management & Assurance
- Access diversity

Requirements



Solutions

Networx Services

- Managed Tiered Security Service
- Managed E-Authentication
- Vulnerability Scanning
- Incident Response
- Secure Managed Email
- Intrusion Detection and Prevention
- Managed Firewall
- Anti-Virus Management
- Network-Based IP VPN
- Pro[illegible]d IP VPN
- Layer 2 VPN

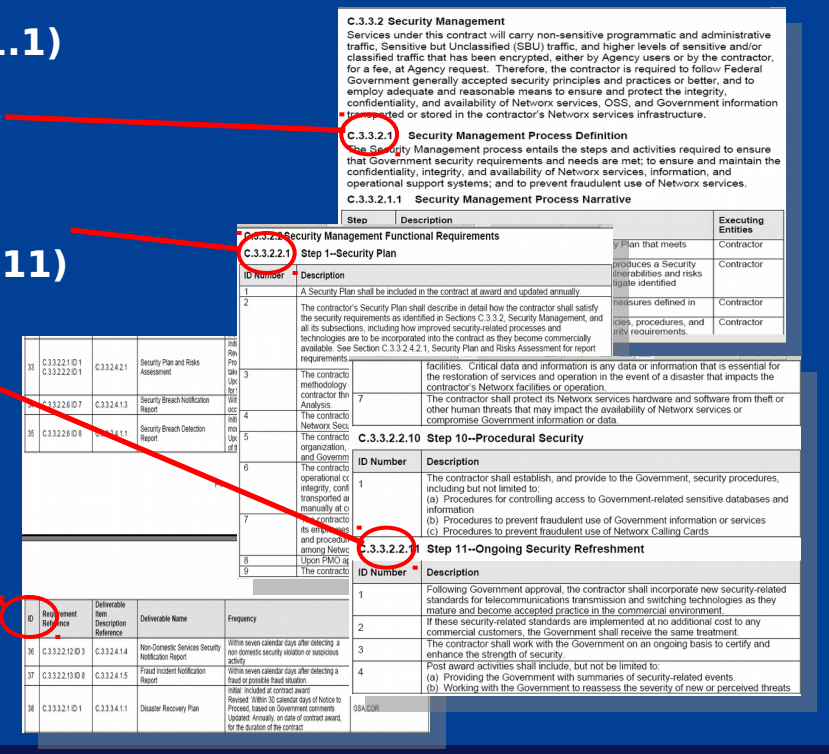
VPN Cluster

Networx - Managed Tiered Security

Security Enhancement Services	*MTSP Service Tiers*			
	1	2	3	4
Agency Dedicated Help Desk	✓	✓	✓	✓
Anti-virus		✓	✓	✓
Firewall		✓	✓	✓
Intrusion Detection/Prevention		✓	✓	✓
Incident Response		✓	✓	✓
Packet Filtering		✓	✓	✓
Premises-based Virtual Private Network (VPN)		✓	✓	✓
Secure Managed Email		✓	✓	✓
Security Certification Support		✓	✓	✓
Security Maintenance		✓	✓	✓
Vulnerability Scanning		✓	✓	✓
Proxy Server		✓	✓	
Agency Sponsored Type 1 Encryption			✓	✓
NSA Approved Multilevel Security Solution			✓	✓
Network Isolation (Air Gap)				✓

Networx - Ensures FISMA/Circular A-130 Security Compliance

- **Security compliance requirements are in Networx:**
  - **Submit security documentation (C.3.3.2.1.1)**
  - **Implement policies and procedures (C.3.3.2.2.1)**
  - **Perform on-going refreshment (C.3.3.2.2.11)**
  - **Submit updated documentation (F.2)**



C.3.3.2 Security Management

Services under this contract will carry non-sensitive programmatic and administrative traffic, Sensitive but Unclassified (SBU) traffic, and higher levels of sensitive and/or classified traffic that has been encrypted, either by Agency users or by the contractor, for a fee, at Agency request. Therefore, the contractor is required to follow Federal Government generally accepted security principles and practices or better, and to employ adequate and reasonable means to ensure and protect the integrity, confidentiality, and availability of Networx services, OSS, and Government information transported or stored in the contractor's Networx services infrastructure.

C.3.3.2.1 Security Management Process Definition

The Security Management process entails the steps and activities required to ensure that Government security requirements and needs are met; to ensure and maintain the confidentiality, integrity, and availability of Networx services, information, and operational support systems; and to prevent fraudulent use of Networx services.

C.3.3.2.1.1 Security Management Process Narrative

Step	Description	Executing Entities
	Plan that meets	Contractor
	produces a Security lnerabilities and risks igate identified	Contractor
	measures defined in	Contractor
	cies, procedures, and inh requirements.	Contractor

C.3.3.2.2 Security Management Functional Requirements

C.3.3.2.2.1 Step 1--Security Plan

ID Number	Description
1	A Security Plan shall be included in the contract at award and updated annually.
2	The contractor's Security Plan shall describe in detail how the contractor shall satisfy the security requirements as identified in Sections C.3.3.2, Security Management, and all its subsections, including how improved security-related processes and technologies are to be incorporated into the contract as they become commercially available. See Section C.3.3.2.4.2.1, Security Plan and Risks Assessment for report requirements
3	The contracto methodology contractor thr Analysis.
4	The contracto Networx Secu
5	The contracto organization, and Governm
6	The contracto operational co integrity, confi transported a manually at c
7	Contracto its effectiveness and procedur among Netwo
8	Upon PMO ap
9	The contracto

ID	Requirement Reference	Deliverable Item Description Reference	Deliverable Name	Frequency
33	C.3.3.2.2.1 ID 1 C.3.3.2.2.2 ID 1	C.3.3.2.4.2.1	Security Plan and Risks Assessment	Initial: Included at contract award Revised: Within 30 calendar days of Notice to Proceed, based on Government comments Updated: Annually, on date of contract award, for the duration of the contract
34	C.3.3.2.2.6 ID 7	C.3.3.2.4.1.3	Security Breach Notification Report	Within seven calendar days after detecting a possible breach occurrence
35	C.3.3.2.2.6 ID 8	C.3.3.2.4.1.1	Security Breach Detection Report	Initial: Included at contract award Revised: Within 30 calendar days of Notice to Proceed, based on Government comments Updated: Annually, on date of contract award, for the duration of the contract
36	C.3.3.2.2.12 ID 3	C.3.3.2.4.1.4	Non-Domestic Services Security Notification Report	Within seven calendar days after detecting a non-domestic security violation or suspicious activity
37	C.3.3.2.2.13 ID 8	C.3.3.2.4.1.5	Fraud Incident Notification Report	Within seven calendar days after detecting a fraud or possible fraud situation
38	C.3.3.3.2.1 ID 1	C.3.3.3.4.1.1	Disaster Recovery Plan	Initial: Included at contract award Revised: Within 30 calendar days of Notice to Proceed, based on Government comments Updated: Annually, on date of contract award, for the duration of the contract

	facilities. Critical data and information is any data or information that is essential for the restoration of services and operation in the event of a disaster that impacts the contractor's Networx facilities or operation.
7	The contractor shall protect its Networx services hardware and software from theft or other human threats that may impact the availability of Networx services or compromise Government information or data.

C.3.3.2.2.10 Step 10--Procedural Security

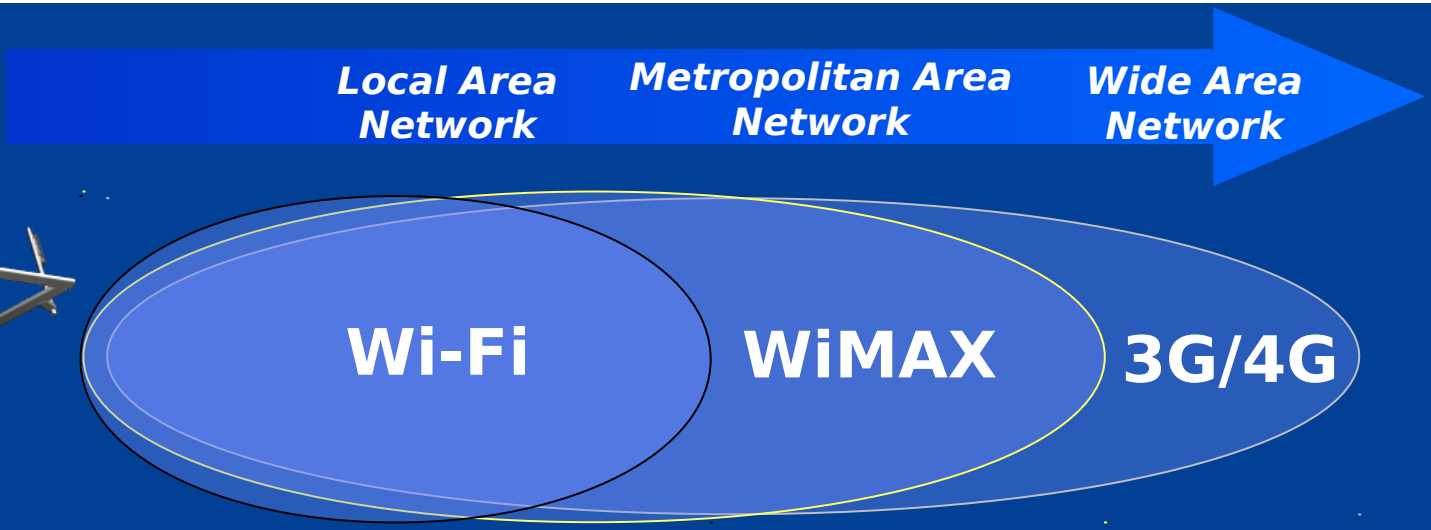
ID Number	Description
1	The contractor shall establish, and provide to the Government, security procedures, including but not limited to: (a) Procedures for controlling access to Government-related sensitive databases and information (b) Procedures to prevent fraudulent use of Government information or services (c) Procedures to prevent fraudulent use of Networx Calling Cards

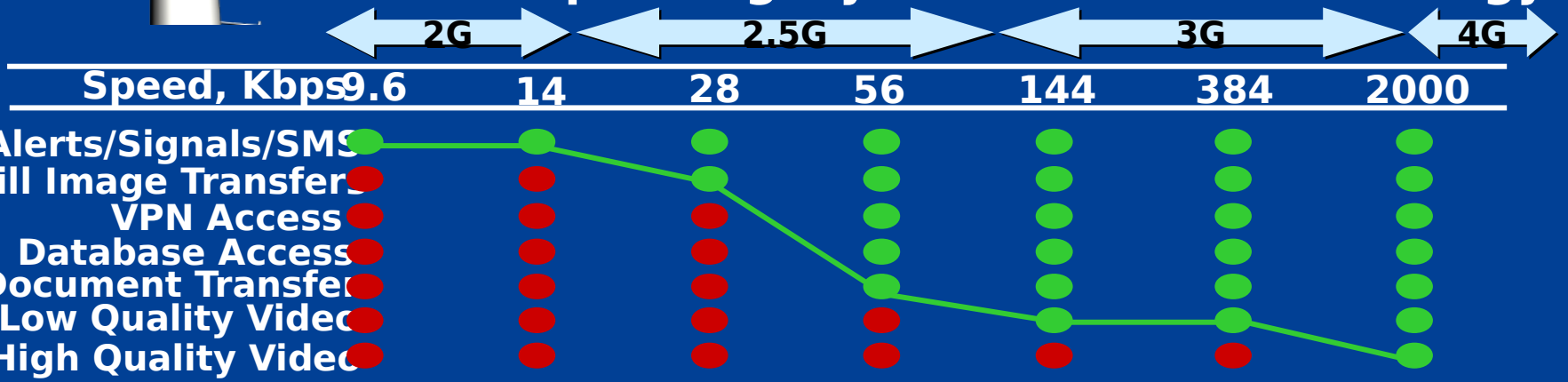
C.3.3.2.2.11 Step 11--Ongoing Security Refreshment

ID Number	Description
1	Following Government approval, the contractor shall incorporate new security-related standards for telecommunications transmission and switching technologies as they mature and become accepted practice in the commercial environment.
2	If these security-related standards are implemented at no additional cost to any commercial customers, the Government shall receive the same treatment.
3	The contractor shall work with the Government on an ongoing basis to certify and enhance the strength of security.
4	Post award activities shall include, but not be limited to: (a) Providing the Government with summaries of security-related events. (b) Working with the Government to reassess the severity of new or perceived threats

GSA/CDR

Networx - Wireless Solutions





Networx - Web Based Evaluation Process

- State of practice, fixed price evaluation
  - Evaluate over 1.3 million price records worldwide using projected agency traffic
  - Documented requirements compliance
  - Database foundation for post award support

Download –
1. Traffic
2. Locations
3. Reports
4. Documents

Contractors

Upload –
1. Prices and related data
2. Send commands to Pricer and error checkers

Sends –
1. Reports
2. Data

Networx Hosting Center

GSA Evaluation

Receives –
1. Prices
2. Commands
3. Final submission

FTS 2001 Transition to Networx

Goals & Objectives

- No gaps in service continuity from expiring contracts to Networx
- Provide opportunities for agencies to upgrade services
- Minimize service interruptions during transition
- Minimize the cost of transition
- Tracking approach common to GSA and all agencies

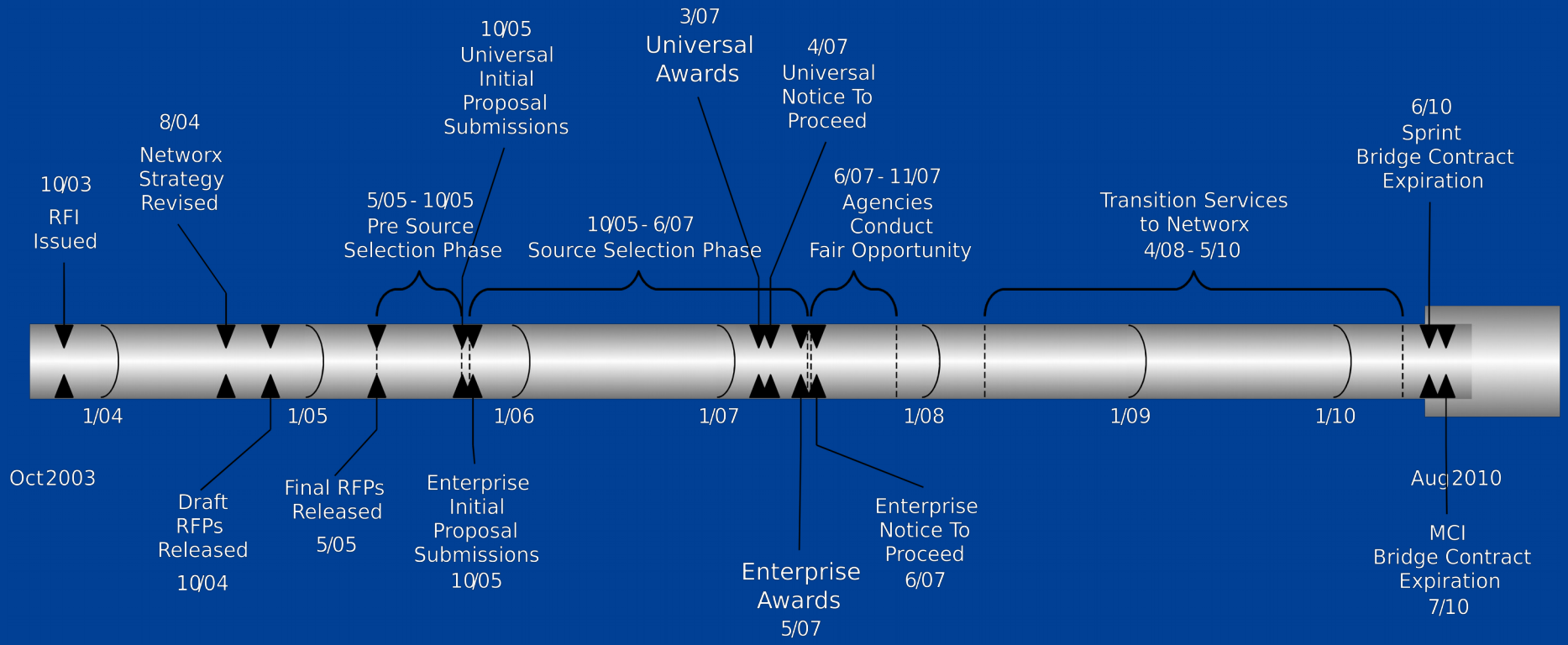
Primary Activities

- Bridge contracts to eliminate schedule risk and gaps
- Transition Strategy and Management Plan (TSMP)
- Transition Center to assist customers
- FTS2001 inventory with validated data
- Transition Summit at Reston Hyatt Sep 6-7, 2006

Results to Date

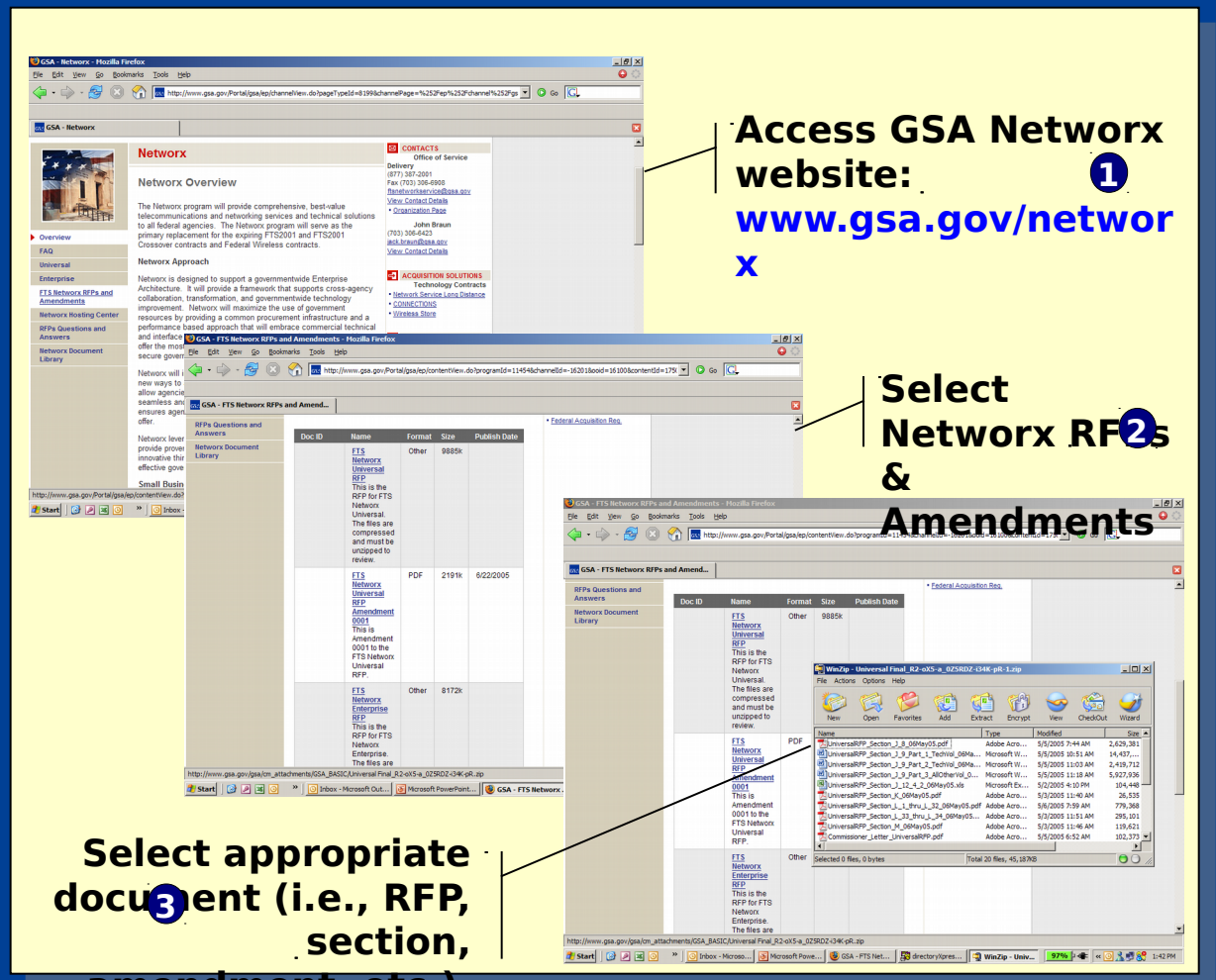
- IMC Transition Working Group (TWG) established in 2003
- Designated transition manager for each agency
- Addressed Lessons Learned from FTS2001 transition
- Developed Taxonomy for transition costs
- Established processes for delivering FTS2001 inventory
- Provided agencies “Preparing to Transition” guide

Networx - Key Program Milestones

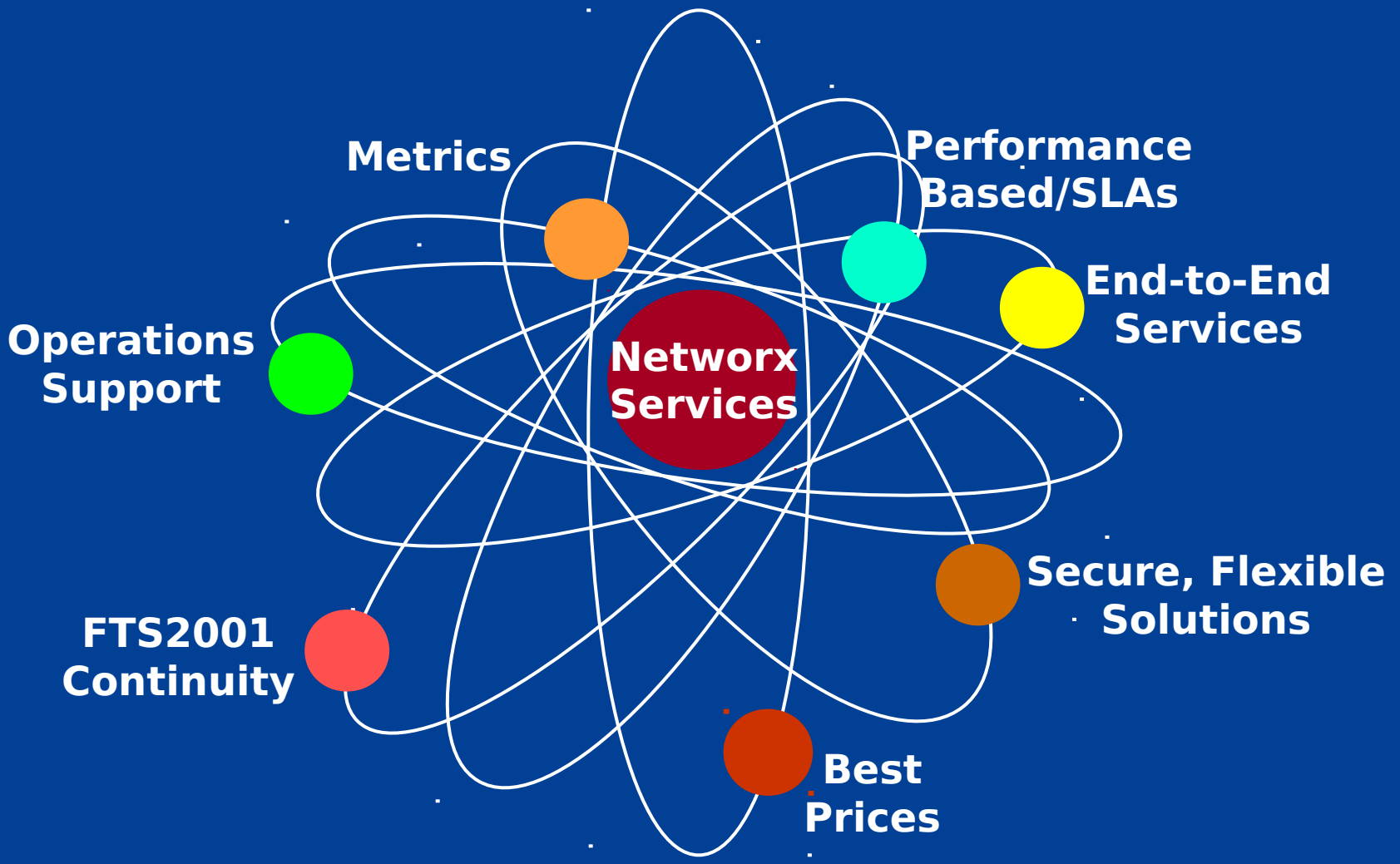


Networx - RFP Online Availability

- The Networx RFPs as amended are accessible online at www.gsa.gov/networx
- Additional data may be obtained, to include:
  - Networx FAQ
  - Amendments
  - Networx Hosting Center
  - RFP Question and Answers
  - Networx Document Library


Access GSA Networx website: 1 www.gsa.gov/networx
Select Networx RFPs & Amendments 2
Select appropriate document (i.e., RFP, section, amendment, etc.) 3

Networx - Transforming Government Networks

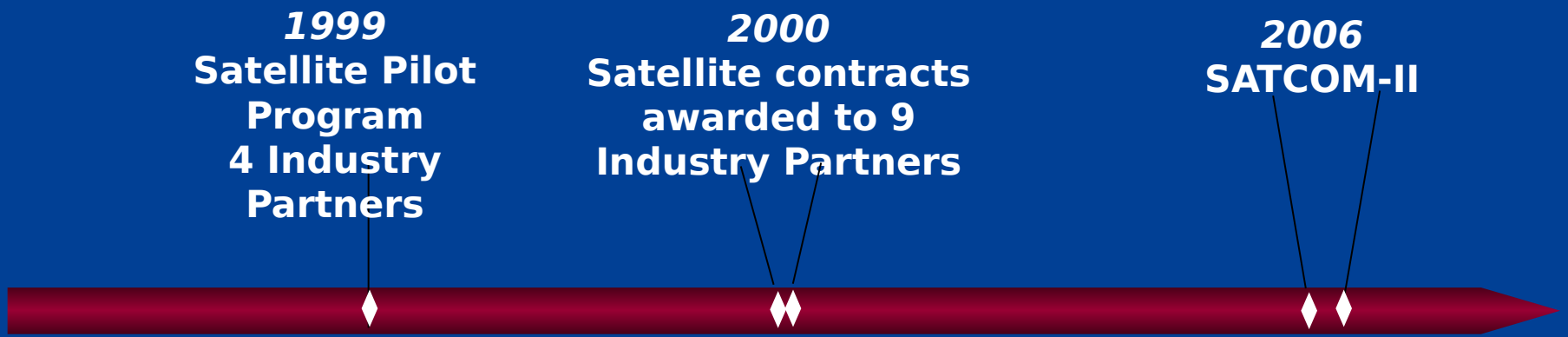


U.S. General Services Administration

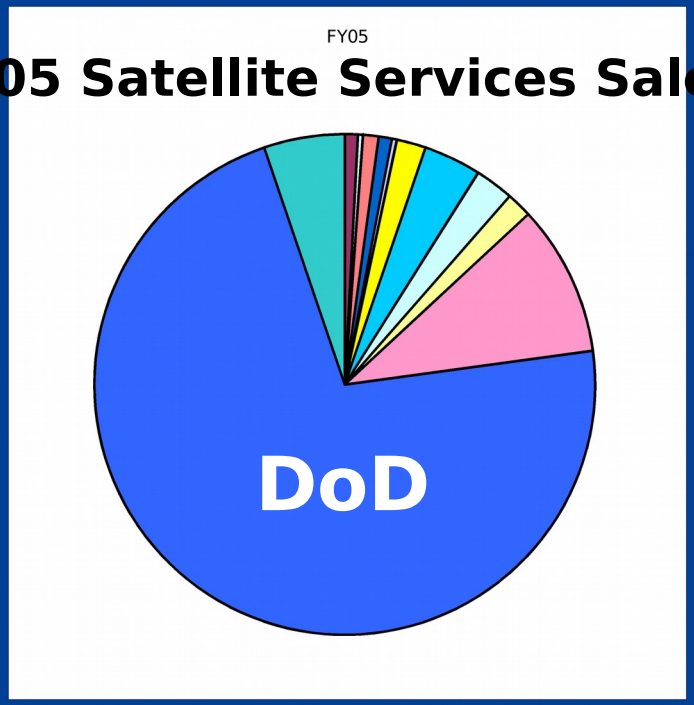
SATCOM-II Program Update

Fred Schobert
Jim Russo

SATCOM-II - Program History



SATCOM II - DoD is our Largest Customer



- FY05 business volume $85M
- Over 70% was for DoD requirements

GSA SATCOM - Current DoD Satellite Services

- Mobile Satellite Services
  - (Iridium, Globalstar, Inmarsat, Thuraya, MSV)
- Fixed Satellite Services
  - C, Ku, Ka, L, X bands, VSAT
- Broadcast & Multicast Services
- Applications
  - Military Support and Communications
  - Domestic Emergency Response Communications
  - Telemedicine
  - Distance Learning

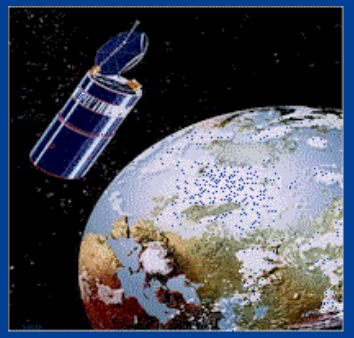
SATCOM-II - Program Goals

Lessons Learned + **Satellite users Federal Agency Working Group** = **SATCOM-II Program Goals**

- Full Range of Commercial Satellite Offerings
  - Includes: C, Ku, Ka, X Band, and enhancements to DVB standards
- Continuous Competition
- Competitive Pricing
- Flexible commercial ordering and billing options
- Service Continuity
- Service Quality
- Ease of Use

SATCOM-II - Program Characteristics

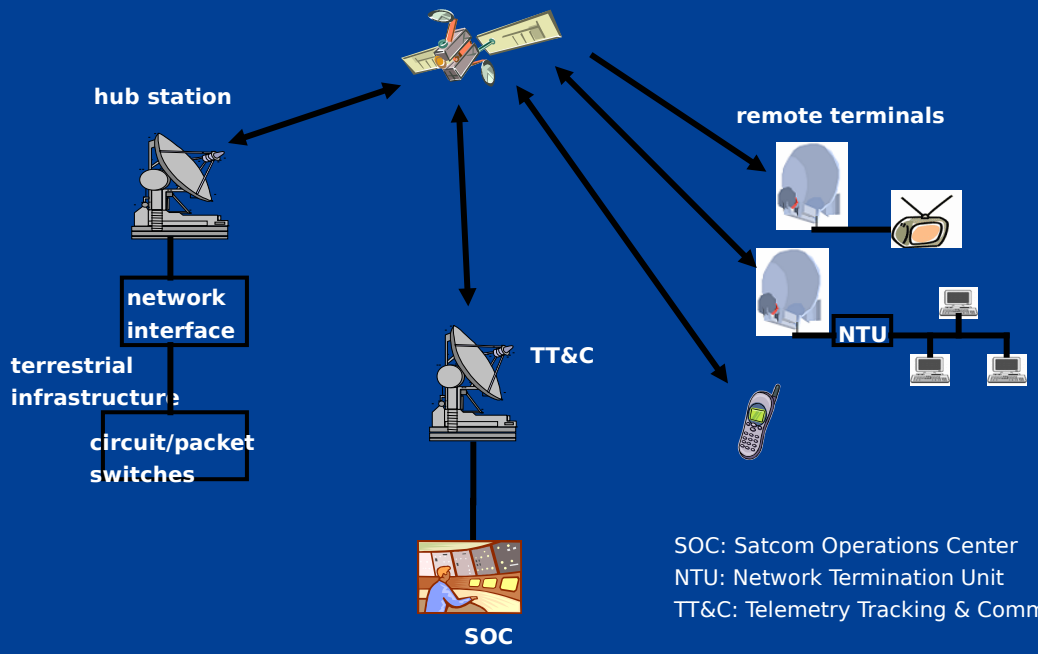
- Multiple-award, 5 year IDIQ Fixed Price contracts
- Fixed Price Commercial satellite service offerings
- Large and Small Business participation
- Partial set aside for Small Business – Professional Support Services
- More information at
  - http://www.gsa.gov/satcom



SATCOM-II - Scope of Services

- Transport
  - Mobile & Fixed
- Applications
  - Distance Learning
  - Emergency Response
  - Broadcast Services
  - Telemedicine
  - Streaming Video
- Engineering Services
  - Design, O&M
- Professional Services

End-to-End Solutions



SOC: Satcom Operations Center
NTU: Network Termination Unit
TT&C: Telemetry Tracking & Command

SATCOM II - Milestones